



FIG. 1

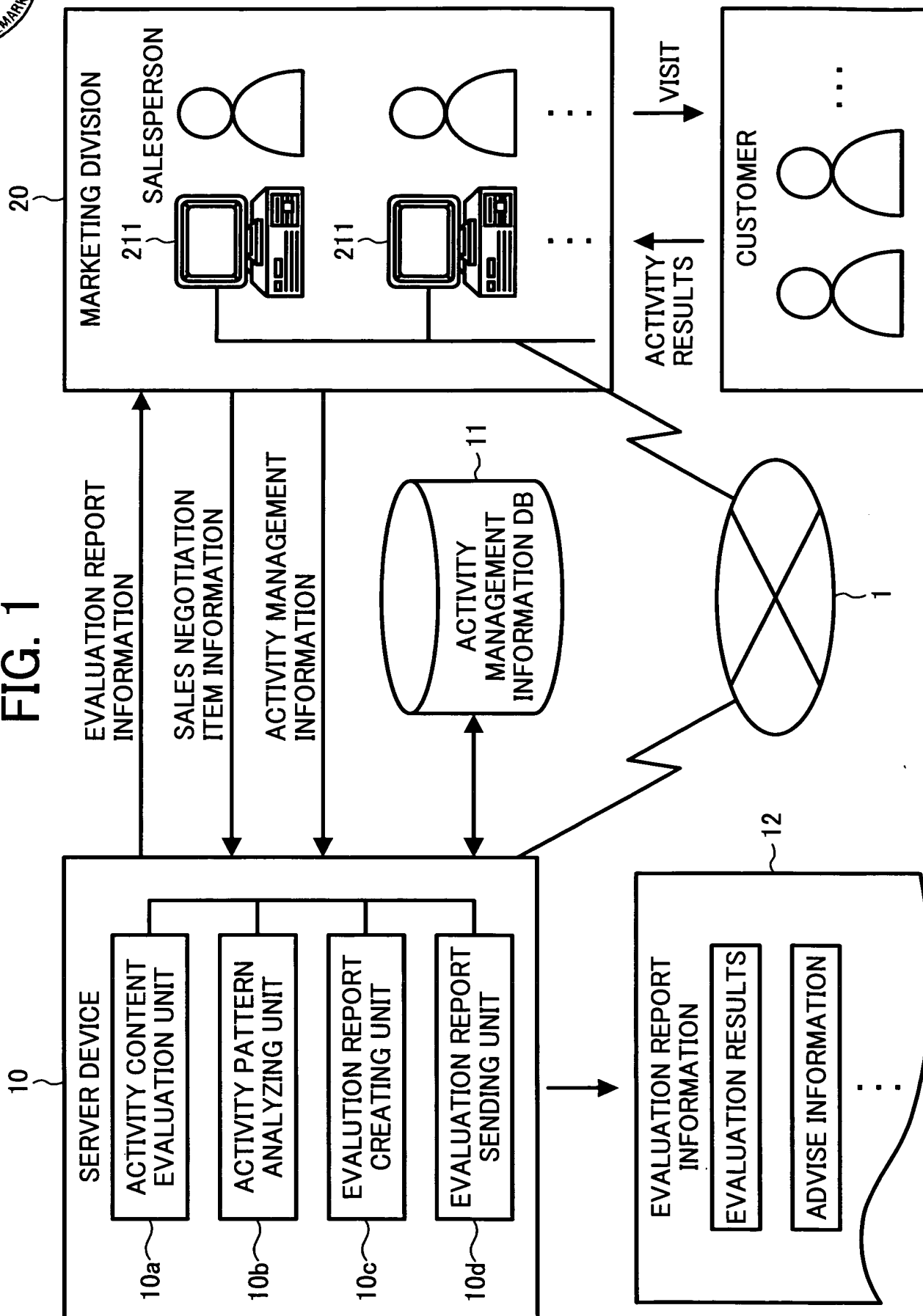


FIG. 2

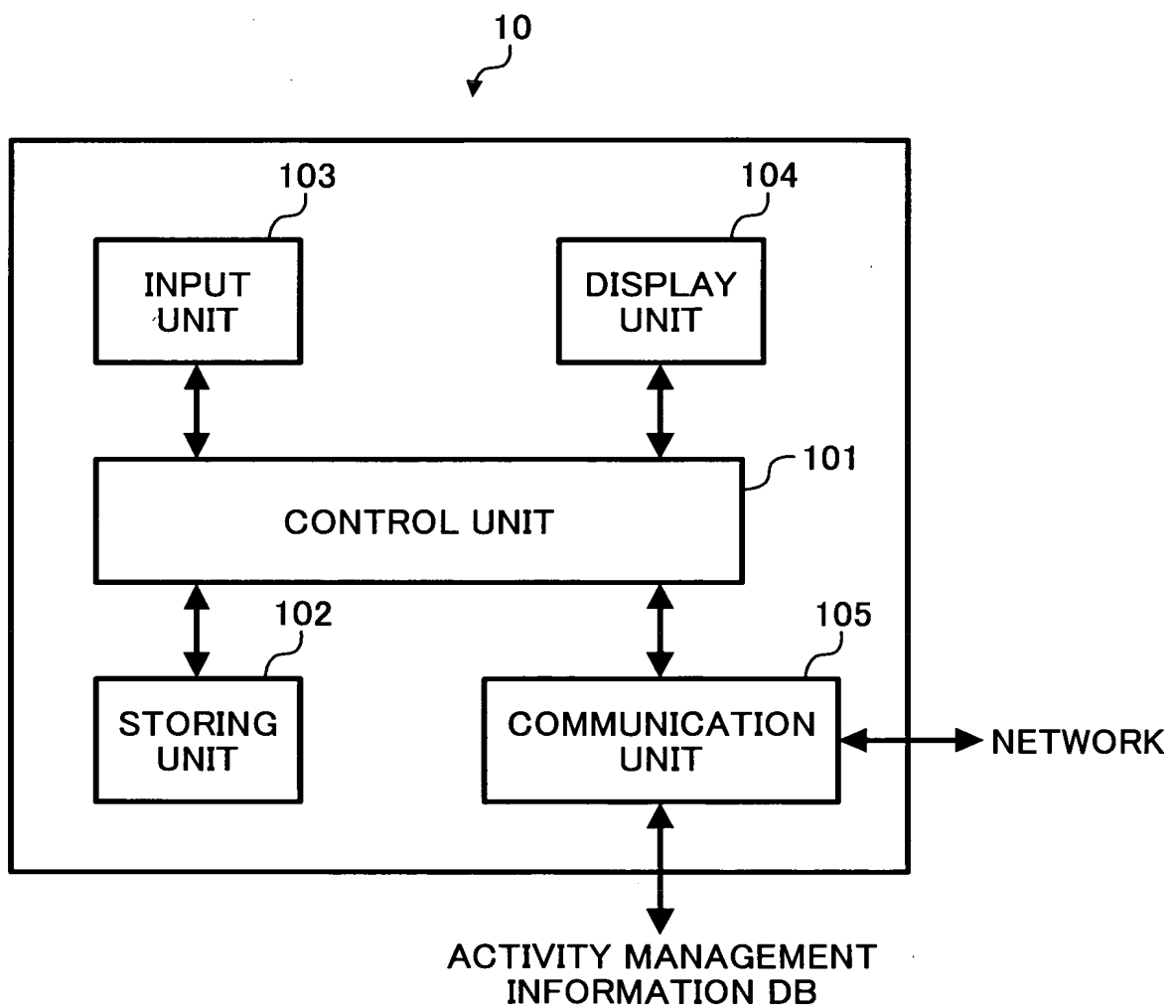


FIG. 3

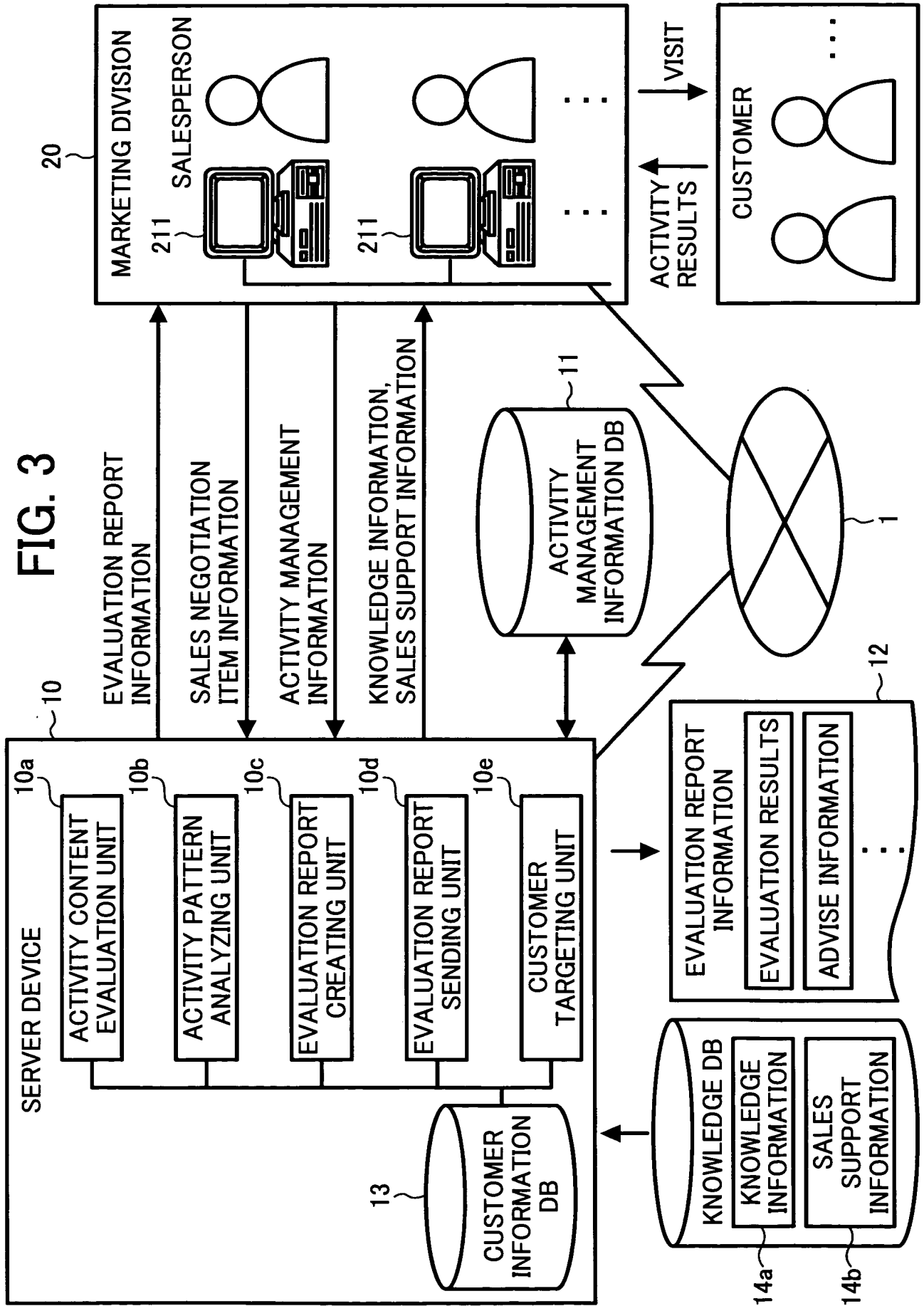


FIG. 4

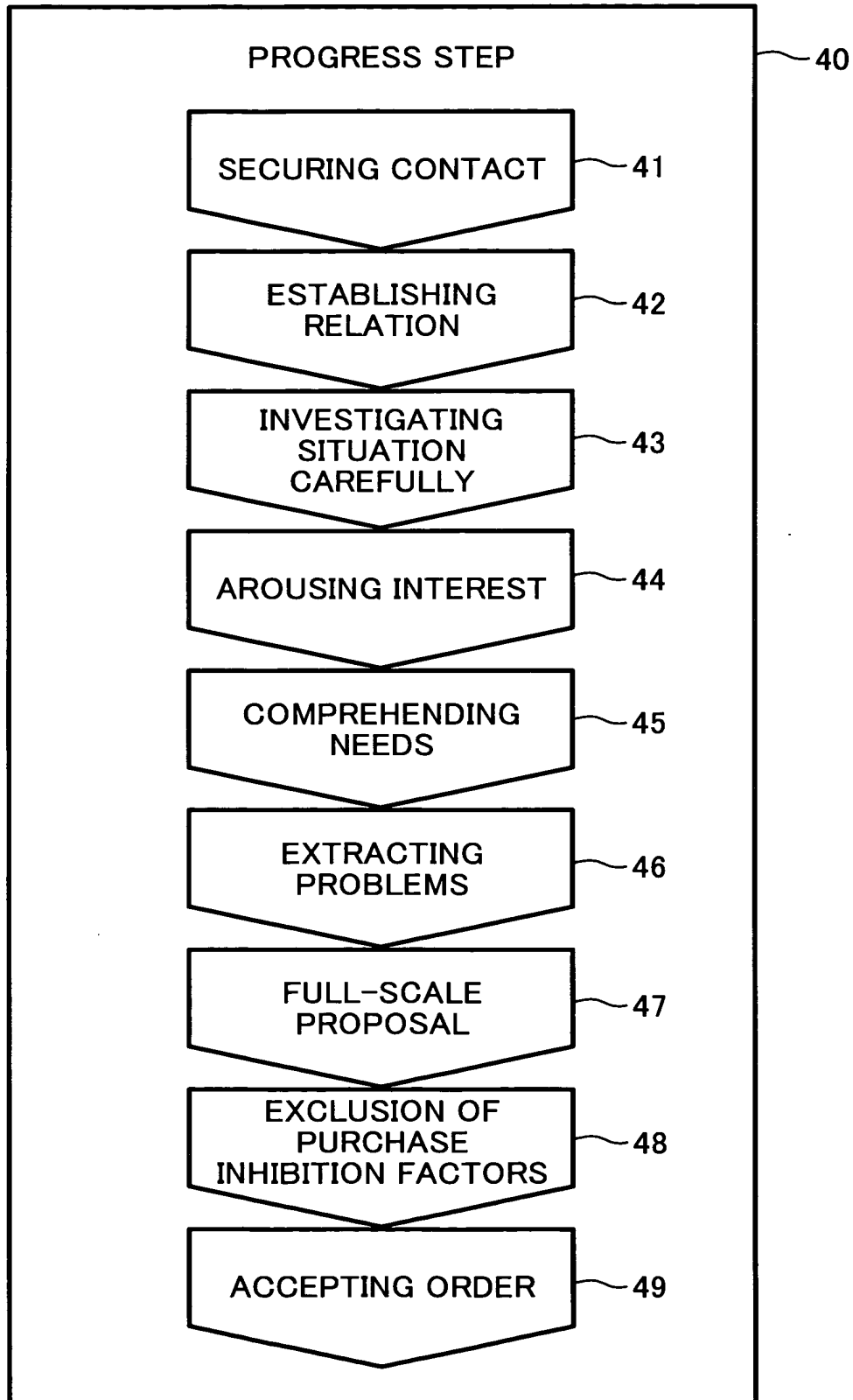


FIG. 5

50
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| | | | | | | |
|----|-----------------------------------|--------------------------|-------------------------|------------------|-------------|-----------|
| 51 | SALES COMPANY NAME | | | TOKYO R | | |
| 52 | DEPARTMENT NAME | | | FIRST DEP. | SECOND DEP. | |
| 53 | NUMBER OF SALESPeOPLE TOTAL | | | 34 | 19 | |
| 54 | NUMBER OF REGISTERED ITEMS | ONGOING ITEMS (2002/2/2) | | 7 0.2 | 7 0.2 | |
| | | LOW | LEVEL 1 | ITEMS PER PERSON | 5 0.1 | 60 3.2 |
| | | | LEVEL 2 | ITEMS PER PERSON | 0 0.0 | 0 0.0 |
| | | | LEVEL 3 | ITEMS PER PERSON | 0 0.0 | 1 0.1 |
| | | MEDIUM | LEVEL 4 | ITEMS PER PERSON | 0 0.0 | 1 0.1 |
| | | | LEVEL 5 | ITEMS PER PERSON | 0 0.0 | 3 0.2 |
| | | | LEVEL 6 | ITEMS PER PERSON | 0 0.0 | 1 0.1 |
| | | HIGH | LEVEL 7 | ITEMS PER PERSON | 2 0.1 | 6 0.3 |
| | | | LEVEL 8 | ITEMS PER PERSON | 0 0.0 | 2 0.1 |
| | | | LEVEL 9 | ITEMS PER PERSON | 0 0.0 | 2 0.1 |
| 55 | PRODUCT SPECIFICATION INFORMATION | | CREATION RATE | 0% | 4% | |
| 56 | WRITTEN ESTIMATE INFORMATION | | CREATION RATE | 0% | 0% | |
| 57 | ACTIVITY TIME INFORMATION | | ACTIVITY TIME (PER DAY) | 5.1 | 5.6 | |

FIG. 6

| 61 | 62 | 63 | 64 |
|---|--------------|---|---|
| CLASSIFICATION | RANKING | EVALUATION RESULTS | ADVISE INFORMATION |
| NUMBER OF REGISTERED SALES NEGOTIATIONS | B | NUMBER OF REGISTERED SALES NEGOTIATIONS IS LOW REGISTERED NUMBER : 5 STANDARD VALUE : 7 | ACTIVELY CARRY OUT AROUSING INTERESTS WHEN MAKING CUSTOMER CALLS, AND DEVELOP TO SALES NEGOTIATION. CONCRETE ACTIVITY PATTERN IS..... |
| . | . | . | . |
| . | . | . | . |
| . | . | . | . |
| PRIORITY CUSTOMER WHOM YOU SHOULD VISIT (SALES NEGOTIATION PROGRESS LEVEL EQUAL TO OR HIGHER THAN 7) | | | |
| CUSTOMER NAME | PRODUCT NAME | UNIT COST | AMOUNT |
| ABC LTD. | PPC 001 | x x x YEN | 2 |
| . | . | . | . |
| . | . | . | . |
| . | . | . | . |

65

FIG. 7

| | | | | |
|---|--------------|---|---|-------------------|
| 61 | 62 | 63 | 64 | 65 |
| EVALUATION REPORT (SALESPERSON : ONE'S DIVISION) | | | | |
| CLASSIFICATION | RANKING | EVALUATION RESULTS | ADVISE INFORMATION | |
| NUMBER OF REGISTERED SALES NEGOTIATIONS | B | NUMBER OF REGISTERED SALES NEGOTIATIONS IS LOW REGISTERED NUMBER : 5 STANDARD VALUE : 7 | ACTIVELY CARRY OUT AROUSING INTERESTS WHEN MAKING CUSTOMER CALLS, AND DEVELOP TO SALES NEGOTIATION. CONCRETE ACTIVITY PATTERN IS..... | |
| . | . | . | . | |
| . | . | . | . | |
| . | . | . | . | |
| PRIORITY CUSTOMER WHOM YOU SHOULD VISIT (SALES NEGOTIATION PROGRESS LEVEL EQUAL TO OR HIGHER THAN 7) | | | | |
| CUSTOMER NAME | PRODUCT NAME | UNIT COST | AMOUNT | ESTIMATE PROCEEDS |
| ABC LTD. | PPC 001 | x x x YEN | 2 | x x x YEN |
| . | . | . | . | . |
| . | . | . | . | . |
| . | . | . | . | . |
| MANAGER COMMENT | | | | |
| WHEN MAKING CUSTOMER CALLS..... | | | | |

FIG. 8

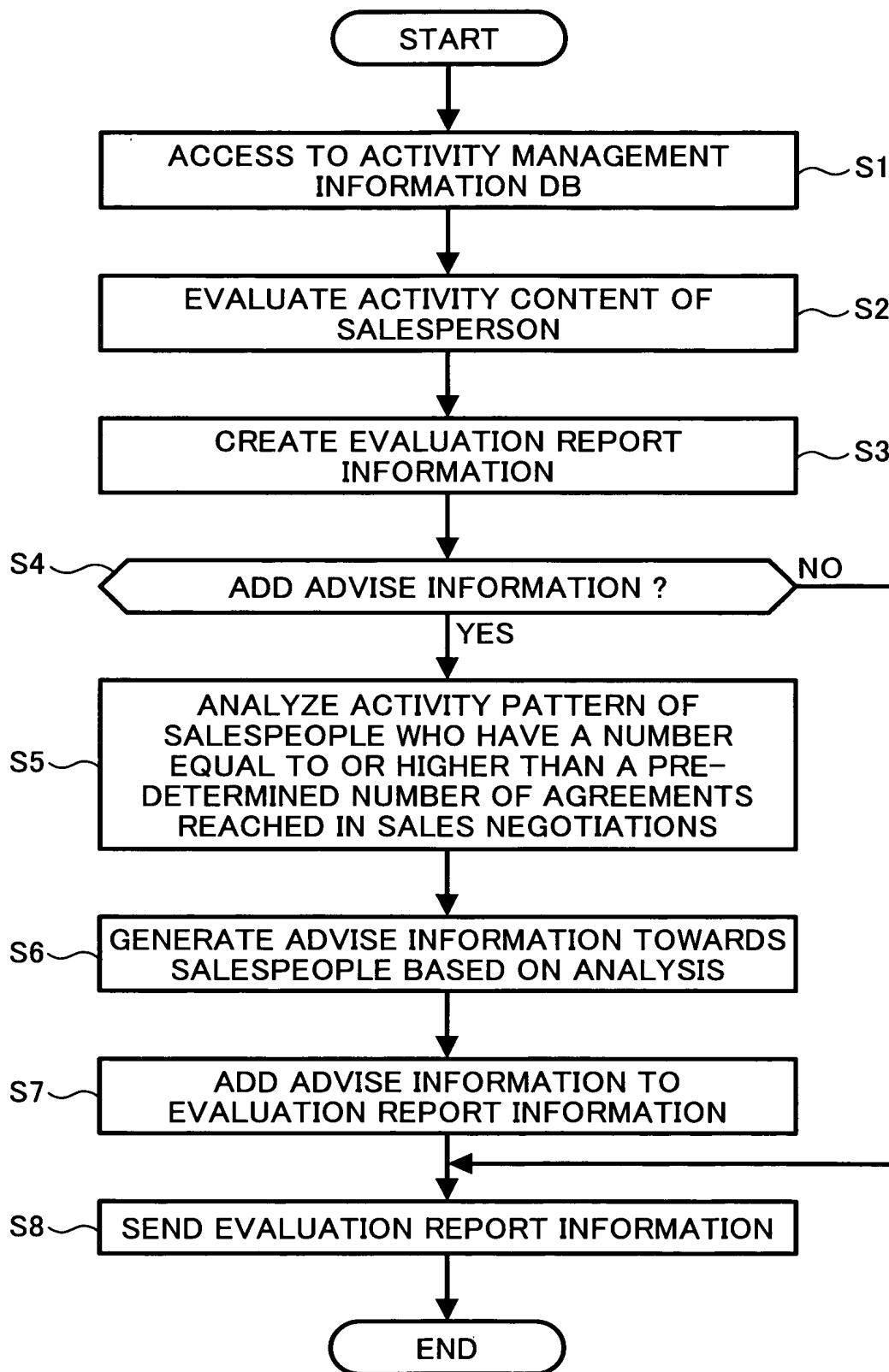


FIG. 9

